

Application No. 09/994465 (Docket: DT.0103-CP1)
37 CFR 1.111 Amendment dated 03/04/2006
Reply to Office Action of 12/05/2005

AMENDMENTS TO THE CLAIMS

Please cancel claims 4, 8-10, and 27 without prejudice. Kindly amend claims 1, 5-7, 11-20, and 28 as shown in the following listing of claims. The listing of claims will replace all prior versions, and listings, of claims in the application:

Listing of Claims

1. (Currently Amended) An interface enabling a user to determine optimum prices of products for sale, comprising:

a scenario/results processor, configured to enable a user to prescribe an optimization scenario, and configured to present the optimum prices to said user, wherein the optimum prices are determined by execution of said optimization scenario, and wherein said optimum prices are determined based upon estimated product demand and calculated activity based costs, said scenario/results processor comprising:

an input/output processor, configured to acquire data corresponding to said optimization scenario from said user, and configured to distribute optimization results to said user wherein said input/output processor comprises:

a template controller, configured to provide first price optimization templates and second price optimization templates, wherein said first price optimization templates are presented to said user to allow for prescription of said optimization scenario, and for distribution of said optimization results, and wherein said first price optimization templates comprise:

a plurality of new scenario templates, configured to enable said user to prescribe scenario parameters corresponding to said optimization scenario, wherein said plurality of new scenario templates comprises:

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a category template, for specifying a product
category for price optimization, said product
category comprising:
a plurality of demand groups, each of said
plurality of demand groups
configured to categorize a set of
highly correlated products; and
a products template, for specifying the products for
sale, wherein the products for sale span
more than one of said plurality of demand
groups; and

a command interpreter; configured to extract commands from said
first price optimization templates executed by said user,
and configured to populate said second price optimization
templates according to result data provided for presentation
to said user; and

a scenario controller, coupled to said input/output processor, configured to
control acquisition of said data and distribution of said
optimization results in accordance with a price optimization
procedure, wherein said price optimization procedure is configured
to relax constraints of lower priority conflicting rules to render said
optimization scenario feasible.

2. (Original) The apparatus as recited in claim 1, wherein said data is acquired from said user over the Internet via a packet-switched protocol.
3. (Original) The apparatus as recited in claim 2 wherein said data is acquired from a source electronic file and said optimization results are distributed to a destination electronic file, said electronic files being designated by said user.
4. (Cancelled)

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5. (Currently Amended) The apparatus as recited ~~in claim 4~~ in claim 1, wherein said first and second price optimization templates are provided according to hypertext markup language (HTML).
6. (Currently Amended) The apparatus as recited ~~in claim 4~~ in claim 1, wherein said first and second price optimization templates are provided according to extensible markup language (XML).
7. (Currently Amended) The apparatus as recited ~~in claim 4~~ in claim 1, wherein said first and second price optimization templates are provided as Java applets.
8. (Cancelled)
9. (Cancelled)
10. (Cancelled)
11. (Currently Amended) The apparatus as recited ~~in claim 9~~ in claim 1, wherein said plurality of new scenario templates further comprises:

a locations template, for specifying a plurality of store groups for which the optimum prices are to be determined, wherein, when determining the optimum prices, the apparatus employs portions of said data that correspond to said plurality of store groups.
12. (Currently Amended) The apparatus as recited ~~in claim 9~~ in claim 1, wherein said plurality of new scenario templates further comprises:

a time horizon template, for specifying a time period for which the optimum prices are to be determined.
13. (Currently Amended) The apparatus as recited ~~in claim 9~~ in claim 1, wherein said plurality of new scenario templates further comprises:

an at-large rules template, for specifying rules to govern determination of the optimum prices, said rules comprising:

maximum allowable price swing for each of the products for sale; and

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maximum allowable swing for average price of each demand group within said plurality of demand groups.

14. (Currently Amended) The apparatus as recited ~~in claim 9~~ in claim 1, wherein said plurality of new scenario templates further comprises:

a strategy template, for specifying a merchandising performance figure of merit, and for specifying limits for changes in sales volume.

15. (Currently Amended) The apparatus as recited in claim 14, wherein options for specification of said merchandising performance figure of merit comprise net profit, said sales volume, and revenue.

16. (Currently Amended) The apparatus as recited in claim 1 ~~in claim 8~~, wherein said first price optimization templates further comprise:

a configured rules template, configured to enable said user to prescribe a priority corresponding to each of a plurality of rules, said plurality of rules providing constraints for said optimization scenario.

17. (Currently Amended) The apparatus as recited in claim 1 ~~in claim 8~~, wherein said first price optimization templates further comprise:

a subset re-optimization template, configured to enable said user to prescribe a maximum number of price changes to be determined by execution of said optimization scenario.

18. (Currently Amended) The apparatus as recited in claim 1 ~~in claim 4~~, wherein said second price optimization templates comprise:

a price optimization results template, for providing said user with said result data corresponding to said optimization scenario.

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19. (Currently Amended) The apparatus as recited in claim 18, wherein said result data comprises optimized values and percent change values for merchandising factors, wherein said merchandising factors comprise one or more of the following: ~~volume, revenue, sales volume, revenue,~~ product cost, gross margin, and net profit.
20. (Currently Amended) A method for providing an interface to an apparatus for optimizing the prices of products for sale, comprising:
utilizing a computer-based scenario/results processor within an optimization server to present a sequence of data entry templates to a user, whereby the user specifies an optimization scenario, the optimization server optimizing the prices according to modeled market demand for the products and calculated demand chain costs for the products; said utilizing comprising:
first providing a category template, for specifying a product category for price optimization, wherein the product category comprises a plurality of demand groups;
second providing a products template, for specifying the products for sale for which the optimum prices are to be determined, wherein the products for sale span more than one of the plurality of demand groups;
third providing a time horizon template, for prescribing a time period for which the optimum prices are to be determined;
selectively limiting the number of prices that are optimized; and
generating a plurality of optimization results templates and providing these templates to the user, wherein the optimum prices are presented.
21. (Original) The method as recited in claim 20, wherein said utilizing comprises:
acquiring data corresponding to the optimization scenario from the user; and

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formatting the data into a format suitable for performing a price optimization
according to the optimization scenario.

22. (Original) The method as recited in claim 21, wherein said acquiring comprises:
obtaining the data from the user over a data network that employs a packet-switched protocol.
23. (Original) The method as recited in claim 21, wherein the data is acquired from a source electronic file that is designated by the user.
24. (Original) The method as recited in claim 20, wherein the data entry templates and the optimization results templates are generated in hypertext markup language (HTML).
25. (Original) The method as recited in claim 20, wherein the data entry templates and the optimization results templates are generated in extensible markup language (XML).
26. (Original) The method as recited in claim 20, wherein the data entry templates and the optimization results templates are generated as Java applets.
27. (Cancelled)
28. (Currently Amended) The method as recited ~~in claim 27~~ in claim 20, wherein said utilizing further comprises:
fourth providing a locations template, for prescribing a plurality of store groups for which the optimum prices are to be determined, wherein said prescribing directs said ~~employing~~ optimizing to utilize data corresponding to the plurality of said store groups when determining the optimum prices; and

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fifth providing an at-large rules template, for specifying rules to govern
determination of the optimum prices, wherein the rules specify maximum
allowable price swing for each of the products for sale, and maximum
allowable swing for the average price of each demand group within the
plurality of demand groups.

29. (Original) The method as recited in claim 28, wherein said utilizing further
comprises:

sixth providing a configured rules template, for prioritizing the rules, wherein, if
particular rules conflict, the optimization server optimizes the prices by
progressively relaxing constraints prescribed by lower-priority rules.

30. (Original) The method as recited in claim 20, wherein said utilizing comprises:
providing a strategy template, for specifying a merchandising performance figure
of merit, and for prescribing limits for changes in sales volume.

31. (Original) The method as recited in claim 30, wherein options for specifying the
merchandising performance figure of merit comprise net profit, sales volume, and
revenue.

32. (Original) The method as recited in claim 21, wherein said generating comprises:
providing a price optimization results template, for supplying the user with
scenario results corresponding to the optimization scenario, wherein the
scenario results include optimized values and percent change values for
merchandising factors, the merchandising factors including one or more of
the following: volume, revenue, product cost, gross margin, and net profit.